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Austria

Exporter Guide

Annual

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Report Highlights:
Despite a stagnant economy Austrian food retail trade is still growing. In 2001 total sales in food retail were about US$ 10.3 billion. An increase by 2% can be expected to continue over the next few years. The rise in single households and the number of women who work outside the home boosts demand for convenience products and restaurant dining. Seafood, dried fruits, nuts, organics, and gourmet foods offer the best U.S. export opportunities.

Includes PSD Changes: No
Includes Trade Matrix: No
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Vienna [AU1]
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I. Market Overview

Economic situation and how it affects consumer spending and sales of U.S. products

Austria can be characterized as a highly developed and is the world's 12th highest per capita income. Austria's connections to international markets are strong and underscored by EU membership, participation in the Euro single currency, and its position as a crossroad to central and Eastern Europe. Following 1.05% real GDP growth in 2002, Austria's export-driven economy expanded 3.77% in 2002.

The Austrian economy is suffering from persistently weak overall demand. Thus, GDP will expand by only 0.7% in 2003; a tentative projection for 2004 suggests a growth rate of 1.2%. Merchandise export growth is currently losing momentum, because of sluggish activity in key trading partner countries and the effects of the depreciation of the dollar against the Euro. For 2004, the international economic environment does not look significantly more favorable for a cyclical upturn to take hold.

Private consumption is rising but slowly, as disposable incomes post only modest gains and the saving ratio is seen heading up. The extended period of slow growth, accompanied by a strong increase in labor supply, is leading to a further rise in unemployment. In 2004 the jobless rate is expected to rise to 7.1%.

In government households the negative cyclical effects will also show up, the general government deficit will edge up to 1.2 % of GDP.

The strong Euro exchange rate is dampening inflation; the projected headline inflation of 1.3% confirms that a high degree of price stability will be maintained.

Food Expenditures

In 2000, expenditures for food and non-alcoholic beverages rose to 3,875 (US$ 3,914) Euro per household and year. In regards to total expenditures, food and non-alcoholic beverage expenditures dropped from 14.4% in 1994 to 13.2% in 2000. Alcoholic beverages and tobacco products contributed to 797 Euro (US$ 805) per household and year, which corresponds to 2.7% of the total household expenditures.

Key demographic developments and their impact on consumer buying habits

The number of single households and childless double working partnerships is rising. While at the beginning of the sixties there were not even a half million single households in Austria, today there are nearly one million which corresponds to almost one third of all households. The number of larger households has not risen as strongly.

The rise in single households boosts demand for convenience products and for food eaten outside the home. Singles are not only young urban working people but also retired persons. The rising number of elderly people, many of whom have significant disposable income, creates additional demand for health and dietetic foods.

When responding to polls, consumers usually express a preference for high quality foods; however, when it comes to actually buying, price appears to be the major purchasing factor for a majority of the population. However, for special events most people, even those on a low income, are willing to spend more for "exclusive" products. In addition, the higher income and gourmet market segments (which regular buy high priced foods) is growing.

Due to the increasing number of single households and the rising number of older people seeking companionship, the number of pets should continue its upward trend. This should stimulate demand for pet food in the coming years.

Size and growth rate for the consumer foods and edible fishery product markets

General

2001 total sales (including non-food sector) in the food retail trade were about 11.4 billion Euro (US$ 10.3 billion) that means an increase of 3.6% compared to 2000. An increase by 2% can be expected to continue over the next few years. The actual turnover for food is not available but is estimated to be about 80% of the total.

Convenience products

Ready meals are expected to grow by 4.0% in constant value terms and by 10.4% in volume. The new niche of dinner mixes, which have emerged only in 2003, and are expected to stimulate overall performance without cannibalizing existing niches too greatly, drives the boom.

In 2003, sales of ready meals are expected to increase by 4.7% in constant value terms to reach 169.3 million Euro.

Chilled pizza is the fastest growing niche, with growth of 8.2% in constant value terms expected in 2003 to reach 1.7 million Euro.

Austrians prefer self-prepared food, as this guarantees freshness and high quality. But as ready meals offer the same advantages, there is a small but steadily growing consumer base for such products. On average, ready meals are consumed once or twice a week. Ready meals are most popular among younger people and singles, as those are most willing to try new and timesaving alternatives to traditional cooking methods. This is a small but steady growing consumer base, which is enlarged by an increasing number of older single adults.

Retail Sales of Ready Meals: Value 1998-2003

Euro million

	1998	1999	2000	2001	2002	2003
Ready meals	132.9	139.2	140.4	148.3	159.1	169.3
Canned ready meals	12.1	11.5	10.9	10.4	10.0	9.8
Frozen ready meals	42.2	48.0	49.4	55.0	61.9	67.9
Dried ready meals	1.8	1.8	1.8	1.8	1.8	1.8
Chilled ready meals	22.8	25.1	27.9	31.2	34.6	37.8
Dinner mixes	-	-	-	-	-	0.3
Frozen pizza	53.0	51.8	49.2	48.5	49.2	50.0

Chilled pizza	1.0	1.0	1.2	1.4	1.5	1.7

Source: Official statistics, trade press, company research, trade interviews, Euromonitor estimates
Note: 2003 provisional data

Confections

In 2002, current value sales in confectionary were up 2.9%, whilst volume sales grew 2.2%. This compares to a 3.8% value and 2% volume increase in 2001. Sugar confectionery led growth in 2002 in both (current) value and volume with an increase of 6.1% and 5.9% respectively. Chewing gum and chocolate confectionery grew much slower – by 2.5% and 1.9% respectively.

Retail Sales of Confectionery: Value 1998-2003

Euro million

	1998	**1999**	**2000**	**2001**	**2002**	**2003**
Chocolate confectionery	394.7	413.0	413.8	428.6	436.9	461.5
Sugar confectionery	119.4	127.3	131.0	134.5	142.7	146.8
Gum	64.2	71.3	77.9	83.3	85.3	88.3
Confectionery	578.3	611.6	622.7	646.3	664.9	696.7

Source: Trade press, trade interviews, Euromonitor estimates
Note: 2003 provisional data

Beverages
In 2002, total sales of soft drinks in Austria increased by 2.3% to reach a total of some 1.8 billion liters – equivalent to a per capita consumption of 223 liters. With the exception of carbonated drinks, all sectors saw an increase in volume sales in 2002. Bottled water was the largest soft drink sector in volume terms through the off-trade in 2002, whilst carbonated drinks were the largest in value terms.

Off-Trade versus On-Trade Sales of Soft Drinks (as sold) by Channel: Volume 1997/2002

Million litres

	1997	**1998**	**1999**	**2000**	**2001**	**2002**
Off-trade	1,209.4	1,262.4	1,297.6	1,328.5	1,371.5	1,400.9
On-trade	342.3	358.9	368.3	377.2	393.7	404.2
TOTAL	1,551.7	1,621.3	1,665.9	1,705.7	1,765.2	1,805.1

Source: Trade press, trade associations, trade interviews, Euromonitor estimates
Note: Volume totals exclude powder concentrates

Off-Trade Sales of Soft Drinks (as sold) by Sector: Value 1997-2002

Euro million

	1997	1998	1999	2000	2001	2002
Carbonates	335.9	336.0	340.6	335.1	318.2	304.8
Fruit/vegetable juice	186.7	185.9	188.6	196.3	193.6	193.4
Bottled water	136.1	145.8	149.8	156.7	168.4	179.0
Functional drinks	51.1	51.2	59.4	71.2	87.6	98.0
Concentrates	35.3	39.5	42.3	45.7	47.5	48.8
RTD tea	41.6	48.6	58.2	58.9	65.4	67.4
RTD coffee	2.9	3.1	3.6	3.9	4.3	7.2
Soft drinks	789.5	810.1	842.5	867.7	885.1	898.5

Source: Trade press, trade interviews, trade associations, Euromonitor estimates
Note: Volume totals exclude powder concentrates

In 2002, volume sales of alcoholic drinks declined by 0.5% over 2001. The main factor underpinning the decline in volume sales is that consumers are becoming more selective in their choice of drinks. Also, consumers seek healthier lifestyles and have to comply with new legislation in terms of lower drink-driving limits (0.05% alcohol). Sales of alcoholic drinks will reach an estimated 6 billion Euro in 2002, representing a volume of 1,196 million liters. Volume sales will decline by 0.5% over the previous year, whilst value sales increased by 1.7%, driven by higher prices.

Sales of Alcoholic Drinks by Sector: Total Volume 1997-2002

Million liters

	1997	1998	1999	2000	2001	2002
Beer	925.3	889.5	892.0	879.6	867.2	859.5
Cider/Perry	-	-	-	-	-	-
FABs (flavored alcoholic beverages)	10.6	11.1	14.6	18.7	19.9	20.8
Wine	274.7	278.2	286.0	289.3	288.8	289.4
Spirits	27.8	27.2	26.8	26.2	26.1	26.0
Alcoholic drinks	1,238.4	1,205.9	1,219.4	1,213.9	1,202.1	1,195.7

Source: Trade press, trade interviews, Euromonitor estimates

Pet Food

In 2002, 15% of all households owned a dog, whilst 19% of all households owned a cat. Most of the dog owning households own just one dog, whilst it is estimated that some 60% of the 830,000 cat owning households have more than one cat.

In 2002, sales of pet food and pet care products are expected to see 3.1% growth in current value terms.

The fastest growth is expected to be demonstrated by cat and dog food, arising from greater use of industrially prepared food among pet owners. This is due to the fact that use of industrially prepared pet food is still at a comparatively low level in Austria.

Wet food clearly dominates the Austrian pet food market, and is expected to hold a share of almost 53% in dog food and just over 87% of cat food sales in 2002. However, 2002 is also seeing a continuation of faster growth in sales of dry food compared to wet, with dry dog food sales expected to increase by 8.3% in current value terms, while wet dog food is expected to increase by only 3%.

Retail Sales of Pet Food and Pet Care Products by Sector: Value 1998-2002

Euro million

	1998	1999	2000	2001	2002
Dog and cat food	211.5	217.5	227.0	234.1	241.7
Other pet food	17.3	17.9	18.3	18.8	19.2
Pet care products	21.6	22.5	23.3	24.0	24.6
Pet food and pet care products	250.4	257.9	268.6	276.9	285.4

Source: Trade press, trade interviews, Euromonitor estimates

<u>Seafood</u>

Seafood consumption (including fresh and salt water fish and invertebrates; fresh frozen and canned) is low but rising. Most Austrian families spend only about 1% of their total food budget on purchases of fish and fish products. Per capita consumption, which was 5.4 kg in 2000, increased to around 6.1 kg in 2001. Freshwater fish consumption accounts for roughly 10% of total seafood consumption.

It is expected that seafood consumption will continue its overall upward trend in the coming years. The reason for this trend is the rising standard of living, health awareness, the rising number of restaurants serving seafood and the fact that tourism to coastal countries has acquainted the population with seafood. Most fresh/frozen whole fish is consumed in restaurants, whereas housewives still prefer natural or breaded frozen filets or sticks of cod, hake and flatfish. Among canned fish, tuna and sardines lead.

Consumption of seafood includes fish (fresh, chilled, frozen 2kg/capita; dried and/or salted, smoked etc. 0.4kg/capita), crustaceans (fresh, chilled, frozen 0.1 kg/capita), and mollusks (fresh, chilled, frozen, dried 0.1 kg/capita). Consumption of canned and marinated seafood products is around 24,400 MT of which 23,000 MT account for by fish and 1,400 MT for by crustaceans and mollusks. Among saltwater fish, most in demand are cod (chilled or frozen), cod filets (breaded and frozen), canned fish (sardines, anchovy, tuna, herring), pickled fish (mainly herring), and smoked fish (various types). There has been a definite upward trend in the popularity of salmon (mostly from Norway and Scotland) and luxury products such as lobster and shrimp.

Advantages and Challenges for U.S. Suppliers on the Austrian Market

Advantages	Challenges
An aging population	Reservation towards foods containing or made from genetically modified products
Urban population growing	Reservations towards products with chemical food additives
High quality of U.S. products	Average tariff levels are high
Good reputation of certain U.S. products	Large distance to this market keeps shipping costs high
Promotion can possibly be carried out in cooperation with Embassy marketing efforts of U.S. products	High promotion costs to increase consumer awareness
Interest in organic U.S. products by traders	Highly concentrated food retail market
Good infrastructure, efficient distribution system, most importers speak English	Difficult to acquire shelf space in large supermarket chains
Interest in new food articles	Usually relatively small quantities are imported.
Marginal domestic seafood production	Unawareness of high U.S. quality by consumers
Certain fruits, vegetables not produced by domestic agriculture	
Undeveloped niche market for certain game meats	
Growing interest in ethnic foods and sea foods due to rising vacations in distant and costal areas	
Growing pet food market	

II. Exporter Business Tips

Local business Customs

In general, food retailers buy domestic and imported products from Austrian and/or German wholesalers. The large supermarket chains have their own purchasing sections, which buy and store foodstuffs centrally for their own retail stores. The central purchasing sections also carry out imports. However, some items are purchased through wholesale importers (e.g. almonds).
Due to the strong concentration of the food retail sector, the supermarket chains are very powerful vis-a vis producers and slotting fees for retail space are the norm.

General consumer tastes and preferences (including attitudes on food safety issues)

Austrians have conservative tastes that are reflected in the local cuisine and in local production methods and marketing. In recent years, attention has been drawn to food additives. Austrians prefer foods without artificial flavors, stabilizers, emulsifiers, and preservatives. In addition, most consumers reject foods containing genetically modified products. For this reason, the leading supermarket chains banned such products from their shelves. Similarly, there is significant consumer interest in organic products. Sales of these products are still low but are rising. Economists believe that organic products may someday reach 10% of the total food market. Light products are also in; however, consumers do not seem to tolerate a loss in flavor as compared to 'normal' products.

As in other western countries, beef consumption has been declining, whereas pork, poultry, and lamb have been increasing. The latter is mainly a result of immigration from Islamic countries. Cheese consumption, which has already high, will continue rising. This is particularly true for semi-hard and fresh cheeses.

With fruit juices, certain acidity is preferred. This applies also to white wines. Jams and marmalade are more appealing to Austrians if fruit pieces are included and if they are not too sweet. Cereals sell better if they are crunchy.

Food standards and regulations (refer to the FAIRS Report if one exists)

With regards to foods: See Food and Agricultural Import Regulations and Standards report #AU0029 (this may be found at: http://www.fas.usda.gov/scriptsw/attacherep/default.asp)

Regarding pet food: Registration is not required; however, the products have to comply with EU regulations.

General import and inspection procedures

Incoming goods go either to the customs storage (small) or to a freight forwarder's facility at transport terminals or airports. Storage and removal from storage is carried out under the supervision of a customs officer who compares the documents with the commodities. Later, the invoice for import duty is issued. Food inspectors at the port of entry storage do not routinely check packaged foods. However, the customs officer may take samples to double check for ingredients (sugar, milk powder, alcohol) and that customs duties are paid for these ingredients according to their proportion.

Veterinary and customs import documents must be in German. However, if a customs officer or border veterinarian can read another language, he may accept it. Veterinary certificates are usually bi-lingual. There is no appeal of decisions by the customs office or the veterinary service.
If an importer objects to the quality of the product, the case can be brought to the arbitration center.

Complete information on EU import rules for food products may be found at: http://www.useu.be/AGRI/usda.html

III. Market Sector Structure and Trends

Size ($ value) and expected growth rates of each sector

Trends toward industry concentration and strategic implications for U.S. suppliers

Since EU accession, concentration in the food industry and food retail sector has accelerated. Many food-processing companies are too small to survive alone in a large market and therefore merge with larger national or foreign firms. U.S. companies may be interested in acquiring Austrian food factories or retail shops. So far, Master Foods appears to be the only U.S. enterprise in Austria involved in food processing.

Domestic industry capacity versus availability of foreign-supplied products

More than three quarters of all agricultural supplies, including raw material for the food industry comes from other EU countries. Regarding imports of processed foods, 90% come from other EU countries.

The strongest branch of Austria's food industry is the beverage sector, particularly the brewing industry and the fruit juice industry. The latter imports concentrated citrus juices, particularly orange juice. The hard alcohol drinks industry is suffering from heavy competition.

Trends in promotional/marketing strategies and tactics

The most efficient advertising is television, which nonetheless tends to be more expensive in Austria than in the U.S. The industry uses this medium for promoting food and pet food brands, and the two largest supermarket chains have regular TV spots. Supermarket and hypermarket chains have their own weekly or bi-weekly flyers where products available in their stores are advertised. These fliers reach a wide range of interested purchasers and thus are regarded as efficient. In-store promotions are also very successful. There are several U.S. products which have probably good chances on the Austrian market, e.g. pecans, catfish, etc. However, as these products are fairly unknown, large promotion efforts would be necessary.

Trends in tourism sales, holiday gift sales, and Internet sales

Tourism contributes with 9 billion Euro 4.2% to Austria's GDP in 2002 and thus plays an important economic role. Each year around 80 million overnight stays by foreigners are logged. The major share of tourists comes from Germany (about 50 million), followed by Netherlands (8 million). The main tourist areas are the western and southern alpine regions (Tyrol 39 million, Salzburg 20 million, Carinthia 13 million).

In general, tourists, particularly those from Germany favor the local Austrian cuisine during their vacation. However, in recent years the ethnic foods have become more popular (in part because of immigration and Austrians traveling abroad) and the demand for seafood has also increased.

IV. Best High-Value Product Prospects

The 15 consumer food/edible fishery products, which offer the best U.S. export opportunities, are as follows:

Alaska Salmon

Catfish
Lobster
Shrimp
Pecans
Walnuts
Pistachios
Almonds
Dried cranberries
Other dried fruits
Cranberry juice
Wine
Tobacco
Pet food
Beef, non-hormone treated

V. Key Contacts and Further Information

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Appendix I

Key Trade and Demographic Information

AUSTRIA

TABLE A: KEY TRADE & DEMOGRAPHIC INFORMATION	YEAR	VALUE
Agricultural Imports From All Countries ($Mil)/U.S. Market Share (%)	2002	4,821 / 1%
Consumer Food Imports From All Countries ($Mil)/U.S. Market Share (%)	2002	3,421 / 0.74%
Edible Fishery Imports From All Countries ($Mil)/U.S. Market Share (%)	2002	180 / 0.11%
Total Population (Millions)*/Annual Growth Rate (%)*	2002	8.2 / 0.2%
Urban Population (Millions)*/Annual Growth Rate (%)*	1999	5.12 / 0.27%
Number of Major Metropolitan Areas	2002	1
Size of the Middle Class (Millions)/Growth Rate (%)	n/a	n/a
Per Capita Gross Domestic Product (U.S. Dollars)*	2002	$27,700
Unemployment Rate (%)*	2002	4.8%
Per Capita Food Expenditures (U.S. Dollars)**	2000	$1,598.4
Percent of Female Population Employed**	2001	48.9%
Exchange Rate (US$1 = X.X local currency)	8/26/03	0.92

*denotes information collected from www.odci.gov/cia/publications/factbook/
** denotes information collected from www.statistik.at

Table B. Consumer Food & Edible Fishery Product Imports

Austria Imports of Agriculture, Fish & Forestry Products
(In Millions of Dollars)

	Imports from the World			Imports from the U.S.			U.S Marke	
	2000	2001	2002	2000	2001	2002	2000	200
BULK AGRICULTURAL TOTAL	384	413	446	32	31	33	8%	[illegible]
Wheat	11	16	22	0	1	1	0%	0.0
Coarse Grains	27	25	35	1	1	1	0.26%	0.9
Rice	19	21	21	1	1	1	3%	[illegible]
Soybeans	3	7	6	0	1	1	0%	[illegible]
Other Oilseeds	51	54	75	1	1	1	2%	[illegible]
Cotton	41	46	41	3	4	4	6%	[illegible]
Tobacco	56	66	81	22	22	26	39%	3
Rubber & Allied Gums	30	28	22	1	1	0	0.04%	0.0
Raw Coffee	96	91	69	5	1	1	5%	0.9
Cocoa Beans	20	27	43	0	0	0	0%	[illegible]
Tea (Incl. Herb Tea)	7	8	9	1	1	1	0.13%	0.5
Raw Beet & Cane Sugar	3	3	4	0	0	1	0%	[illegible]
Pulses	4	5	4	1	1	1	0.72%	0.6
Peanuts	2	2	2	1	1	1	31%	3
Other Bulk Commodities	14	14	13	1	1	1	0.20%	0.0
INTERMEDIATE AGRICULTURAL TOTAL	751	878	954	9	10	9	1%	[illegible]
Wheat Flour	4	6	6	1	1	1	0.02%	0.0
Soybean Meal	98	114	124	1	1	0	0.04%	0.2
Soybean Oil	7	14	24	0	1	0	0%	0.0
Vegetable Oils (Excl. Soybean Oil)	83	70	80	1	1	1	0.09%	0.0
Feeds & Fodders (Excl. Pet Foods)	41	60	60	1	1	1	3%	[illegible]
Live Animals	68	60	82	1	1	1	0.02%	0.0
Hides & Skins	105	145	124	1	1	1	0.05%	0.0
Animal Fats	7	10	12	0	1	0	0%	0.0
Planting Seeds	31	37	38	1	1	1	2%	[illegible]
Sugars, Sweeteners, & Beverage Bases	74	113	131	1	1	1	0.77%	0.4
Essential Oils	78	80	91	1	1	1	2%	[illegible]
Other Intermediate Products	156	170	183	5	6	5	3%	[illegible]
CONSUMER-ORIENTED AGRICULTURAL TOTAL	2,943	3,177	3,421	24	25	25	0.82%	0.7
Snack Foods (Excl. Nuts)	311	328	345	1	1	1	0.22%	0.2
Breakfast Cereals & Pancake Mix	20	20	24	1	1	1	0.22%	0.2
Red Meats, Fresh/Chilled/Frozen	211	200	197	1	1	1	0.10%	0.0
Red Meats, Prepared/Preserved	86	93	109	1	1	0	0.05%	0.0
Poultry Meat	77	96	92	0	0	0	0%	[illegible]
Dairy Products (Excl. Cheese)	147	162	179	1	1	1	0.00%	0.2
Cheese	178	188	215	1	0	0	0.00%	[illegible]
Eggs & Products	30	36	37	1	1	1	2%	[illegible]
Fresh Fruit	315	338	339	1	1	1	0.10%	0.1
Fresh Vegetables	198	227	230	1	1	1	0.14%	0.1
Processed Fruit & Vegetables	232	241	272	4	5	4	2%	[illegible]
Fruit & Vegetable Juices	122	131	125	1	1	1	1%	0.4
Tree Nuts	34	33	39	4	5	5	11%	1
Wine & Beer	135	159	164	5	6	5	4%	[illegible]
Nursery Products & Cut Flowers	214	231	254	1	1	1	0.22%	0.1
Pet Foods (Dog & Cat Food)	71	71	83	1	1	1	2%	0.1
Other Consumer-Oriented Products	562	624	717	6	6	8	1%	0.9

FOREST PRODUCTS (EXCL. PULP & PAPER)	1,314	1,220	1,249	10	8	7	0.79%	0.6
Logs & Chips	454	395	424	1	1	1	0.24%	0.3
Hardwood Lumber	83	75	80	5	3	2	6%	
Softwood and Treated Lumber	168	155	170	1	1	1	0.42%	0.1
Panel Products (Incl. Plywood)	229	227	229	3	3	3	1%	
Other Value-Added Wood Products	379	368	345	1	1	1	0.17%	0.2
FISH & SEAFOOD PRODUCTS	148	172	180	1	1	1	0.10%	0.1
Salmon	16	20	17	1	1	1	0.33%	0.3
Surimi	2	2	2	0	0	1	0%	
Crustaceans	22	23	22	1	1	1	0.16%	0.0
Groundfish & Flatfish	37	45	44	1	1	1	0.04%	0.1
Molluscs	4	5	4	1	0	1	0.05%	
Other Fishery Products	67	77	90	1	1	1	0.06%	0.1
AGRICULTURAL PRODUCTS TOTAL	4,079	4,468	4,821	65	65	67	2%	
AGRICULTURAL, FISH & FORESTRY TOTAL	5,540	5,860	6,249	76	74	74	1%	

NA - Data not available (not reported) ***Data: Harmonized Tariff Schedule (HS 6 Digit)***
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical

Table C. Top 15 Suppliers of Consumer Foods & Edible Fishery Products

Table C 1
AGRICULTURAL, FISH & FORESTRY TOTAL - 900

Reporting Country: Austria Top 15 Ranking	Import		
	2000	2001	2002
	1000$	1000$	1000$
Germany	2,187,656	2,318,065	2,472,615
Italy	530,602	603,342	636,184
Netherlands	414,997	425,281	495,502
Czech Republic	228,699	232,914	258,232
France	222,191	265,800	251,285
Hungary	197,280	201,138	244,383
Spain	147,676	161,703	183,199
Switzerland	185,498	179,282	161,909
Belgium	102,158	114,108	143,012
Slovakia	88,860	91,646	91,019
Poland	70,684	80,315	89,381
Turkey	73,191	86,025	77,952
United States	75,605	73,674	74,051
Denmark	65,791	67,378	70,920
Brazil	59,888	68,284	68,015
Other	889,225	890,927	931,213

World	5,540,218	5,860,062	6,249,071

NA - Data not available (not reported) *Data: Harmonized Tariff Schedule (HS 6 Digit)*
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical (

Table C 2
BULK AGRICULTURAL TOTAL - 10

Reporting Country: Austria Top 15 Ranking	Import		
	2000	2001	2002
	1000$	1000$	1000$
Hungary	30,318	25,156	57,856
Germany	52,967	57,852	56,110
Brazil	37,623	44,191	35,369
United States	31,854	30,670	32,501
Cote d'Ivoire	18,016	23,990	31,842
Italy	16,076	21,635	24,086
Greece	7,034	11,310	13,038
Colombia	10,662	13,364	12,112
Belgium	12,874	12,976	11,920
Slovakia	5,335	8,348	10,303
Zimbabwe	3,890	7,092	8,585
Indonesia	5,509	6,308	8,059
Uzbekistan, Republic of	13,194	14,200	7,819
China (Peoples Republic of)	4,404	5,516	7,162
Turkey	5,927	6,501	6,958
Other	128,701	123,884	122,030
World	384,415	413,007	445,771

NA - Data not available (not reported) *Data: Harmonized Tariff Schedule (HS 6 Digit)*
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical (

Table C 3

INTERMEDIATE AGRICULTURAL TOTAL - 200

Reporting Country: Austria Top 15 Ranking	Import		
	2000	2001	2002
	1000$	1000$	1000$
Germany	364,143	390,945	419,496
Netherlands	93,199	88,532	116,466
Italy	72,621	99,625	98,933
France	53,136	81,882	65,309
Belgium	12,155	26,185	44,901
Ireland	29,735	33,583	36,341
Czech Republic	11,950	16,122	15,073

Hungary	13,028	16,920	14,009
Slovakia	6,554	9,280	11,174
Spain	3,616	3,999	11,025
Thailand	13,695	10,120	10,891
Switzerland	7,463	9,588	10,252
United States	9,041	9,900	8,992
Denmark	7,998	8,855	8,833
Yugoslavia	1,771	1,843	8,603
Other	51,169	70,155	73,445
World	751,297	877,553	953,779

NA - Data not available (not reported) Data: Harmonized Tariff Schedule (HS 6 Digit)
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical (
Table C 4

CONSUMER-ORIENTED AGRICULTURAL TOTAL - 400

Reporting Country: Austria Top 15 Ranking	**Import**		
	2000	**2001**	**2002**
	1000$	**1000$**	**1000$**
Germany	1,205,825	1,301,256	1,401,254
Italy	392,251	433,915	463,008
Netherlands	292,799	308,473	352,976
Spain	139,843	152,741	167,482
France	138,645	154,400	158,608
Switzerland	80,951	95,994	110,038
Hungary	93,114	102,152	108,123
Belgium	71,567	68,735	79,594
Turkey	63,033	76,919	67,213
Poland	38,524	45,444	38,391
Ecuador	33,367	34,464	30,756
Denmark	25,205	27,437	30,060
Czech Republic	22,604	23,440	29,091
Brazil	18,527	20,233	28,516
United Kingdom	31,710	27,908	27,518
Other	294,962	303,720	328,234
World	2,943,047	3,177,352	3,420,979

NA - Data not available (not reported) Data: Harmonized Tariff Schedule (HS 6 Digit)
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical (
Table C 5

FOREST PRODUCTS (EXCL. PULP & PAPER) - 600

	Import

Reporting Country: Austria Top 15 Ranking	Import		
Reporting Country: Austria Top 15 Ranking	1000$ 2000	1000$ 2001	1000$ 2002
Germany	496,446	485,604	508,120
Czech Republic	187,491	186,621	206,077
Slovakia	71,975	68,845	64,289
Hungary	60,562	56,705	64,098
Poland	27,099	25,112	41,709
Switzerland	96,852	73,495	41,316
Italy	41,765	38,182	39,495
Finland	45,695	41,948	37,426
Slovenia	29,130	26,644	29,565
Ukraine	25,472	26,933	27,637
Russian Federation	32,126	31,421	26,302
Romania	36,349	18,043	21,914
Croatia	20,024	16,972	18,382
France	20,215	16,398	17,394
Bosnia-Hercegovina	12,656	13,918	14,338
Other	109,998	93,066	90,503
World	1,313,866	1,219,920	1,248,577

NA - Data not available (not reported) ***Data: Harmonized Tariff Schedule (HS 6 Digit)***
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistical
Table C 6

FISH & SEAFOOD PRODUCTS - 700

	Import		
	2000	**2001**	**2002**
	1000$	**1000$**	**1000$**
Germany	68,275	82,408	87,635
Denmark	19,758	21,026	19,066
Netherlands	13,847	14,947	14,290
Italy	7,889	9,985	10,662
Thailand	5,906	5,497	5,185
France	4,452	5,427	4,960
Portugal	823	1,534	3,074
Belgium	1,884	2,515	2,861
Poland	1,326	3,771	2,859
Slovenia	1,636	1,707	2,678
Norway	2,001	2,410	2,229
United Kingdom	1,632	1,583	1,804
Russian Federation	560	939	1,778

Czech Republic	1,303	1,278	1,553
Seychelles	1,098	1,457	1,483
Other	15,171	15,733	17,835
World	147,593	172,230	179,965

NA - Data not available (not reported) ***Data: Harmonized Tariff Schedule (HS 6 Digit)***
Source: FAS' Global Agricultural Trade System using data from the United Nations Statistica

Graphics to better illustrate key trade and demographic information